

Message Text

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PAGE 01 STATE 063746

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ORIGIN COME-00

INFO OCT-01 NEA-05 ISO-00 EB-05 SS-20 RSC-01 /032 R

66619

DRAFTED BY COM/BIC-287:DCLINVILLE

APPROVED BY EB/OCA:REP:MWDONOVAN

COM/OED/OBOD:RECOHEN

COM/BIC-287:DOGORDON

EB/OCA/BR:JNESVIG

NEA/ARP:QLUMSDEN(INFO)

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R 292205Z MAR 74

FM SECSTATE WASHDC

TO AMEMBASSY KUWAIT

INFO AMEMBASSY BEIRUT

AMEMBASSY TEHRAN

UNCLAS STATE 063746

E.O. 11652: N/A

TAGS: BEXP,KU

SUBJECT: MAJOR TRADE INVESTMENT OPPORTUNITY: KUWAIT WISHES
CONSTRUCT NEW TOWN

1. FOREIGN INVESTMENT SERVICES STAFF (FISS), OED CONTACTING
INTERNATIONALLY ORIENTED ENGINEERING FIRMS, CONSTRUCTION COMPANIES
AND HOME BUILDERS RE SUBJECT PROJECT. INFORMATION CONTAINED REF
TEL PASSED BECHTEL INT'L, ALCOA, GENERAL ELECTRIC (HOUSING
DIV.), SHELLEY SYSTEMS AND LEO A . DALY. FIRMS PLAN CONTACT
SHAYJI DIRECTLY OR THROUGH MIDDLE EAST REPRESENTATIVE. FYI:
LEO A. DALY COMPANY HIGHLY INTERESTED IN PROJECT. FIRM
EXPERIENCED IN PLANNING, DESIGN OF SIMILAR PROJECTS ON INTER-
NATIONAL SCALE. HAS WORKED IN MIDDLE EAST COUNTRIES,
INCLUDING KUWAIT

2. UNABLE AS YET, TO EARCH CHIEF EXECUTIVES IN OTHER
POTENTIALLY INTERESTED FIRMS INCLUDING ZACHARY. WE ARE
ATTEMPTING TO GET PRELIMINARY EXPRESSIONS OF INTEREST BY AS
MANY QUALIFIED FIRMS AS POSSIBLE, SO THEY CAN FOLLOW UP
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DIRECTLY WITH SHAYJI.

3. SEVERAL FIRMS HAVE COMMENTED THAT PROJECT OF THIS MAGNITUDE CALLS FOR A CONSORTIUM APPROACH. THIS IS PARTICULARLY TRUE IN LIGHT OF LARGE CAPITAL REQUIREMENTS AND DIVERSE ENGINEERING AND CONSTRUCTION TALENT NECESSARY TO BUILD A SELF- CONTAINED TOWN. WE WILL CONTINUE EXPLORE THIS APPROACH WITH U.S. FIRMS.

4. WILL PUBLISH OPPORTUNITY NEX ISSUE COMMERCE TODAY. KISSINGER

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 29 MAR 1974
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1974STATE063746
Document Source: CORE
Document Unique ID: 00
Drafter: 287:DCLINVILLE
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D740070-0574
From: STATE
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1974/newtext/t1974032/aaaaacgi.tel
Line Count: 69
Locator: TEXT ON-LINE, ON MICROFILM
Office: ORIGIN COME
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Review Action: RELEASED, APPROVED
Review Authority: shawdg
Review Comment: n/a
Review Content Flags:
Review Date: 08 AUG 2002
Review Event:
Review Exemptions: n/a
Review History: RELEASED <08-Aug-2002 by elbezefj>; APPROVED <12 DEC 2002 by shawdg>
Review Markings:

Declassified/Released
US Department of State
EO Systematic Review
30 JUN 2005

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: MAJOR TRADE INVESTMENT OPPORTUNITY: KUWAIT WISHES CONSTRUCT NEW TOWN
TAGS: BEXP, KU
To: KUWAIT
Type: TE
Markings: Declassified/Released US Department of State EO Systematic Review 30 JUN 2005